

## Message Text

CONFIDENTIAL

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ACTION SS-15

INFO OCT-01 NEA-10 ISO-00 MC-02 PM-04 L-03 H-02 AID-05

ACDA-05 SP-02 NSC-05 EB-07 NRC-05 NSAE-00 TRSE-00

ERDA-05 CIAE-00 COME-00 OMB-01 /072 W

----- 110347

R 031310Z NOV 75

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 4157

INFO SECDEF WASHDC

C O N F I D E N T I A L TEHRAN 10699

E.O.11652: GDS

TAGS: MASS

SUBJ: MUNITIONS CONTROL AND AGENTS FEES

REF: STATE 255260 (DTG 282041ZOCT75)

1. WE BELIEVE PROPOSAL ALONG LINES THAT CONTAINED PARA 4 REFTEL WOULD BE WELCOMED BY GOI AS FURTHER USG ASSISTANCE IN DEALING WITH AGENTS' FEE PROBLEM. WE DO NOT BELIEVE PROPOSAL WOULD DAMAGE POSITION OF AMERICAN COMPANIES IN IRAN. GOI HAS NOT SINGLED OUT U.S. FIRMS FOR TREATMENT DIFFERENT FROM THAT ACCORDED OTHER FOREIGN FIRMS ON AGENTS PROBLEM. TO OUR KNOWLEDGE, NO AMERICAN COMPANY HAS LOST A SIGNIFICANT CONTRACT TO A FOREIGN COMPETITOR BECAUSE OF THE AMERICAN'S ADHERENCE TO DISCLOSURE RULES ON AGENTS' FEES. MOST OBSERVERS HERE AGREE THAT GOI RULE AGAINST IMPROPER PAYMENTS TO MIDDLEMEN MUST BE OBSERVED BY ALL FOREIGN COMPANIES.

2. AS DEPARTMENT IS AWARE, GOI TOOK MEASURES SOME MONTHS AGO TO DEAL WITH AGENTS PROBLEM AND ADDITIONAL ACTION (NEW AFFIDAVIT) IS UNDER CONSIDERATION. THEREFORE, WE BELIEVE AS FAR AS IRAN IS CONCERNED, WE NEED TAKE NO STEPS TO "FACILITATE EFFORTS" BY GOI ON THIS MATTER (PARA 7, REFTEL).

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HELMS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MUNITIONS CONTROLS, ROYALTIES, BUSINESS FIRMS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 NOV 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MartinML  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975TEHRAN10699  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D750381-0252  
**From:** TEHRAN  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19751182/aaaacwca.tel  
**Line Count:** 61  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION SS  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 255260  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** MartinML  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06 AUG 2003 by MartinML>; APPROVED <26 NOV 2003 by MartinML>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MUNITIONS CONTROL AND AGENTS FEES  
**TAGS:** MASS, IR, US  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006